

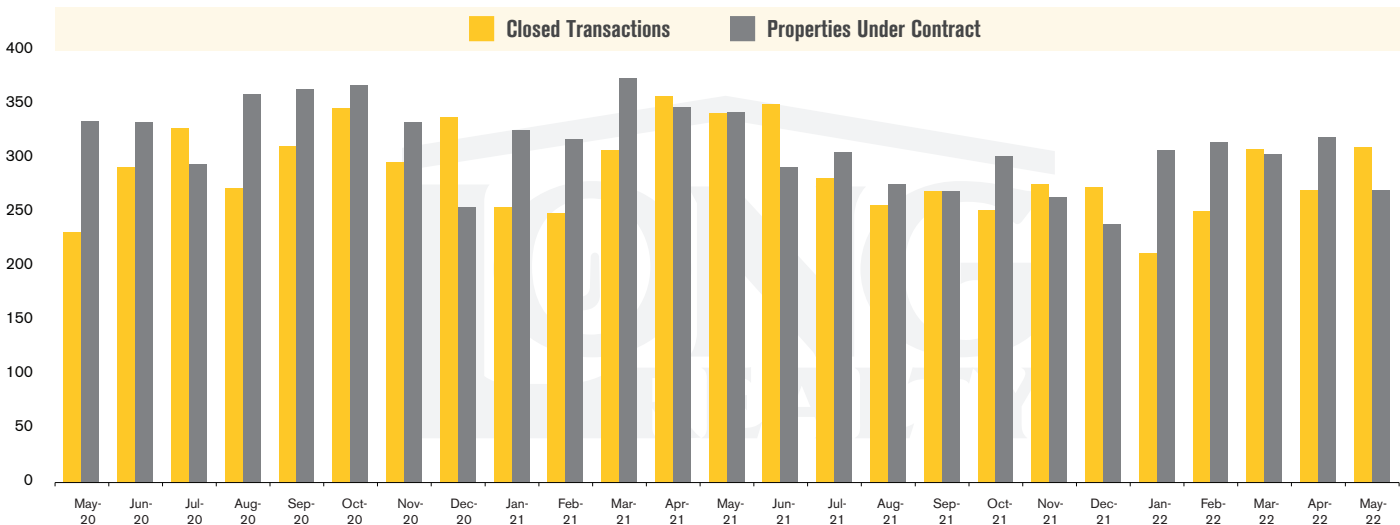
THE HOUSING REPORT

TUCSON NORTHWEST | JUNE 2022

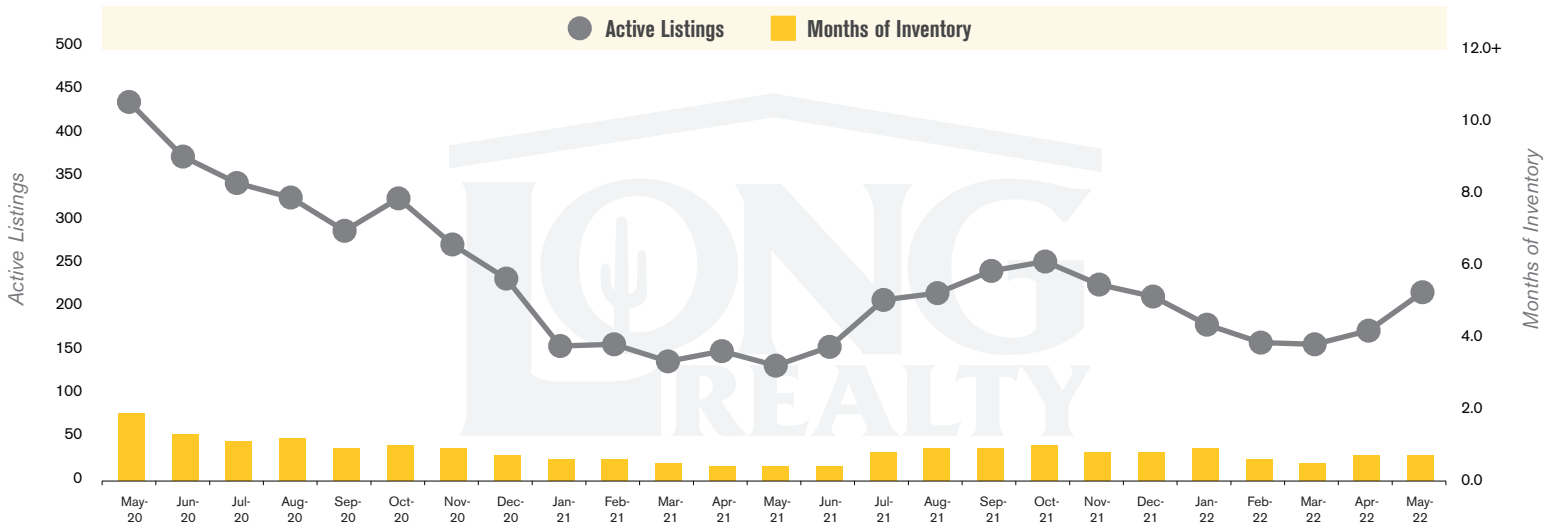


In the Tucson Northwest area, May 2022 active inventory was 222, a 63% increase from May 2021. There were 312 closings in May 2022, a 9% decrease from May 2021. Year-to-date 2022 there were 1,359 closings, a 10% decrease from year-to-date 2021. Months of Inventory was 0.7, up from 0.4 in May 2021. Median price of sold homes was \$450,000 for the month of May 2022, up 22% from May 2021. The Tucson Northwest area had 272 new properties under contract in May 2022, down 21% from May 2021.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTHWEST



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTHWEST



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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 06/07/2022 is believed to be reliable, but not guaranteed.

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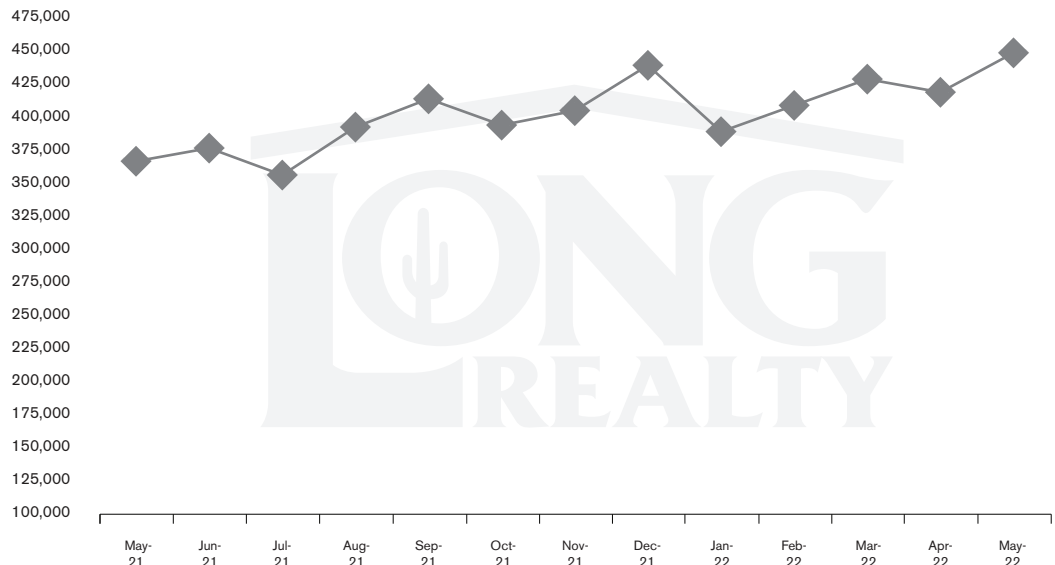


MEDIAN SOLD PRICE

TUCSON NORTHWEST

On average, homes sold this % of original list price.

May 2021	May 2022
100.9%	102.1%

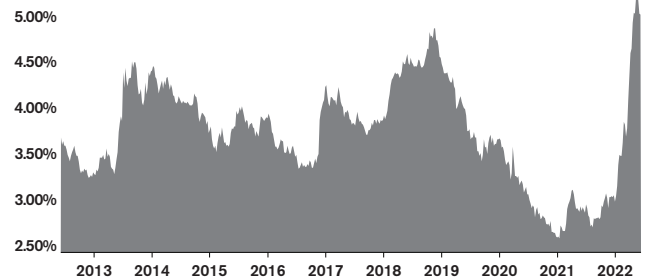


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTHWEST

Year	Median Price	Int. Rate	MO. Payment
2006	\$275,000	6.140%	\$1,589.92
2021	\$367,500	2.960%	\$1,464.40
2022	\$450,000	5.230%	\$2,355.38

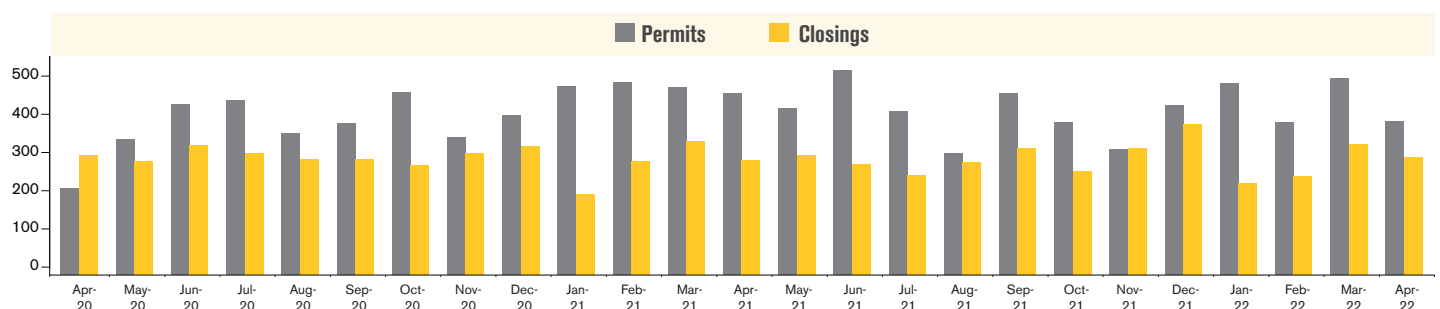
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For April 2022, new home permits were **down 16%** and new home closings were **up 3%** from April 2021.

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MARKET CONDITIONS BY PRICE BAND TUCSON NORTHWEST

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	3	0	1	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	1	1	0	0	2	0.0	0.0	Seller
\$125,000 - 149,999	0	0	0	1	0	3	2	0.0	0.6	Seller
\$150,000 - 174,999	1	1	1	2	2	1	0	n/a	0.3	Seller
\$175,000 - 199,999	2	1	2	2	2	1	2	1.0	0.6	Seller
\$200,000 - 224,999	0	1	2	1	1	2	1	0.0	0.0	Seller
\$225,000 - 249,999	1	9	5	5	2	1	4	0.3	0.6	Seller
\$250,000 - 274,999	0	8	13	6	7	3	2	0.0	0.2	Seller
\$275,000 - 299,999	2	16	27	16	18	5	3	0.7	0.2	Seller
\$300,000 - 349,999	15	42	29	47	54	44	57	0.3	0.3	Seller
\$350,000 - 399,999	18	38	30	40	40	67	46	0.4	0.3	Seller
\$400,000 - 499,999	35	57	37	47	78	50	65	0.5	0.5	Seller
\$500,000 - 599,999	38	36	27	32	37	39	36	1.1	0.8	Seller
\$600,000 - 699,999	17	20	17	20	23	23	42	0.4	0.5	Seller
\$700,000 - 799,999	10	11	8	12	12	11	20	0.5	0.6	Seller
\$800,000 - 899,999	14	10	5	1	9	4	2	7.0	1.7	Seller
\$900,000 - 999,999	8	7	3	5	7	3	8	1.0	1.6	Seller
\$1,000,000 - and over	61	15	6	13	18	15	20	3.1	2.8	Seller
TOTAL	222	275	213	252	310	272	312	0.7	0.6	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 06/07/2022. 3 month trend in months of inventory is the average of closed sales and active listing data from 03/01/2022-05/31/2022. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON NORTHWEST

Long Realty leads the market in successful real estate sales.

Data Obtained 06/07/2022 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 04/01/2021 – 05/31/2022 rounded to the nearest tenth of one percent and deemed to be correct.

LONG REALTY COMPANY

26.6%

Tierra Antigua Realty

10.6%

Coldwell Banker Residential Brokerage

7.5%

Realty Executives Arizona Territory

6.8%

Keller Williams Southern Arizona

6.5%

Exp Realty

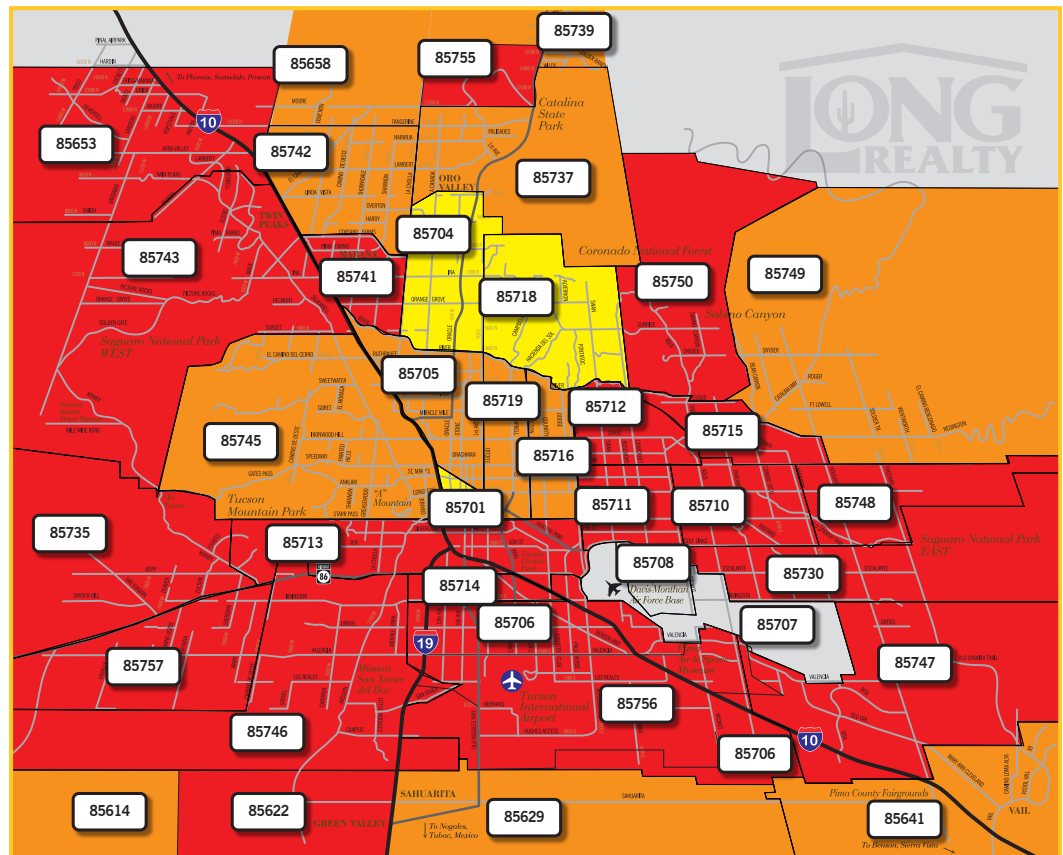
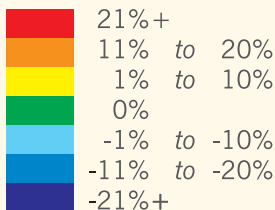
4.2%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

MAR 2021-MAY 2021 TO
MAR 2022-MAY 2022

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.



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This heat map represents the percentage of change in Tucson metro median sales prices from March 2021-May 2021 to March 2022-May 2022 by zip code. These statistics are based on information obtained from the MLSSAZ on 06/07/2022. Information is believed to be reliable, but not guaranteed.